

MEET OUR SPEAKERS

How to Grow Sales Through Smart Credit Programs *Thea Dudley, VP of Financial Services, SRS Distribution, ProSales Columnist*

Don't miss this opportunity to hear the always entertaining Thea Dudley speak on credit and finance, how to grow sales through smart credit programs, and the necessity of making integrated sales and credit decisions. Her innovative ideas are sure to be a best practice and make a positive impact on your financial portfolio!



LBM Trends Across the Industry – What's Next? *Craig Webb, Editor, ProSales Magazine*

We know where we have been, but where are we going? Craig will provide an always interesting in depth look at LBM industry trends for 2018 and beyond.

How to Find the Right People and Keep Them! *Jan Flynn, PHD, Organizational Communications*

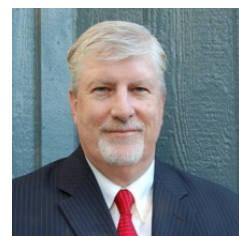
Hiring has always been difficult, and these days, next to impossible. Learn the keys to finding the right people, onboarding them, and keeping them!



Protect Your Business from Cybercrime – What You Need to Know *Chris Rader, CEO, Rader Solutions*

The Right Leadership at the Right Time *Tony Misura, CEO, The Misura Group*

In 1999, Tony was recruited to Focus Executive Search, a Minneapolis-based executive recruiting firm, to start up a Building Industry Division. By 2007, the Building Industry Division grew larger than the original Food Division, requiring more concentrated resources to adapt to the changing business environment. Tony bought the Building Industry Division, changed the name to Misura Group, and diversified to include M&A Advisory and Sales and Management Consulting.



Taking a Look at The Market Forces Bearing Down on Your Company – an Economic Overview *Keith Prather, Managing Director, Armada Corporate Intelligence*

Learn what you need to know to create a competitive market advantage in today's market!

Thanks for attending the 2018 Fall Conference!

MLA and MSLBMDA Fall Conference October 4 & 5, 2018



Register and Sponsor at: <https://www.eiseverywhere.com/ehome/349975>

Omni Interlocken Hotel—Make room reservations by Sept. 12 at: <https://www.omnihotels.com/hotels/denver-interlocken/meetings/mountain-states-lumber-and-building>

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MEETING AGENDA

Thursday, October 4

8:00-11:30 a.m.—Board Meetings (Invitation only)

11:30 a.m.-12:30 p.m.—Board Luncheon (Invitation only)

General Education Session: 1:00-5:00 p.m.

1:00-1:45 p.m.—“How to Grow Sales Through Smart Credit Programs”—Thea Dudley, VP of Financial Services, SRS Distribution

2:00-2:45 p.m.—“LBM Trends Across the Industry—What's Next?”—Craig Webb, Editor, ProSales Magazine

3:00-5:00 p.m.—“How to Find the Right People and Keep Them!”—Jan Flynn, PHD, Organizational Communications

6:00-7:00 p.m.—Reception

7:00-9:00 p.m.—Dinner & Program—MSLBMDA will present their Inside Salesperson of the year Award; Territory Manager/Outside Salesperson of the Year Award for Colorado, Wyoming, Utah, Arizona and New Mexico; and the Industry All Star Award for the entire MSLBMDA region. MLA will recognize members' service to the Association.

Friday, October 5

9:00-9:45 a.m.—“Protect Your Business from Cybercrime—What You Need to Know”—Chris Rader, CEO, Rader Solutions

10:00-10:45 a.m.—“The Right Leadership at the Right Time”—Tony Misura, CEO, The Misura Group

11:00-Noon—“Taking a Look at The Market Forces Bearing Down on Your Company—an Economic Overview”—Keith Prather, Managing Director, Armada Corporate Intelligence



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